



*Mark Young  
New York Metro*

July 8, 1997

To: Bill Roth  
Don Fitzgerald  
George Moulton

Subject: New York State Association of Wholesale Marketers and Distributors  
1997 Annual Convention  
Bally's Park Place (Hilton Casino Resort Oceanfront)  
Park Place on the Boardwalk in Atlantic City New Jersey  
August 21-24, 1997 (Thursday thru Sunday)

Gentlemen,

Enclosed is the registration information for the up-coming convention. As you will note on the information, the convention starts on Thursday evening (Aug. 21) however no activities actually start until Friday morning with the BAT golf tournament. I recommend as we have done in the past, to check into the hotel on Friday August 22. This will save quite a bit on the overall cost and we do have a few (golf) T-times available for Saturday morning.

Attachment #1 is the Bally's Park Place registration form. Please fill it out completely with your own personal American Express Number to guarantee the reservation. Then fax it back to my office ..... I will send the information in as a group.

Attachment #2 in the Convention registration form. Please fill this information out showing "2 Nights per couple (Friday & Saturday)" and once again, fax it back to my office.

Next, this is for Bill ..... I would recommend that you bring one of your Kam's or Am's (and their spouse) with you and your wife. It makes sense to have the individual that deals with the largest number of your bigger direct accounts in the state. If you decide to do this, just make additional copies of the two attached forms and have them filled out.

George .... also take a look at your account managers in the city and select one to come to the convention with you. Let me know who you choose prior to the invitation.

The last item has to do with travel arrangements. Don, you and Mary Ann can fly on Eastwinds airlines from Greensboro to Mercer county airport in New Jersey. If you can

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*Mark Young*  
*New York Metro*

July 7, 1997

To: Dave Wilmesher

Subject: New York State Association of Wholesale Marketers and Distributors  
"Annual Spring Contribution / Support from the Manufacturers"

Dear Dave,

As we discussed in Pine Hurst last week, I've been in constant contact with the Director of the above association, Mr. Artie Katz. With their up-coming convention, the association is extremely interested in finalizing our Spring Contribution to the Association for 1997. A large portion of this fund from the Manufacturers goes to help cover the additional costs of their annual convention.

Since it appears that there are problems within the association on the special proposal that we offered the group .... for whatever reasons, I personally feel that we should make our contribution to the association at this time. If things change in the future and the members can agree on a specific program to assist RJR in the NY area, then we can handle it as a separate issue.

According to my records, last year we reduced our Total Company Contribution from approximately \$26,000 to \$20,500. This was made up of \$12,500 from my region's TM&E and the remaining \$8,000 was funded by our Public Issues group.

With the overall high profile and membership size of the NY Association, I personally recommend the same amount as last year. I think that this is truly money well spend with this active group.

Dave, if you have any questions, please give me a call.

Sincerely,  
*Mark Young*

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get a flight that arrives around noon on Friday, that will give us plenty of time to make the 1 1/2 hour drive to Atlantic City and get settled in prior to the RJR cocktail hour. If Eastwinds is not convenient, then fly as Bill should do, directly to the Atlantic City airport. This will require a flight into Philadelphia and then a commuter flight into Atlantic City. Then it's only a 10 minute taxi ride to the hotel. Return flights on Sunday should be scheduled in the late morning (Don if you go out of Mercer County Airport the flight should be around 1pm).

If you have any questions, please give me a call. As in the past, this convention should be very worthwhile, with over 800 individuals scheduled to attend.

Sincerely,

*Mark Young*

cc: Dave Wilmesher

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